

STOP Paying Rent!!

ONLY
2
LEFT
Act Quick!

The man of moderate circumstance can purchase a home with their rent.

Cost only \$20.50 per month
Including Interest
SMALL CASH PAYMENT

Prices, \$1,950 to \$2,550 (Corner)
Cor. 16th and Mass. Ave. S.E.

Two Squares From Lincoln Park—Convenient to Two Car Lines—East Capitol and Pennsylvania Avenue.

A BRIEF DESCRIPTION:

6 large rooms. Hot and cold water. Beautiful high terrace. Front entrance hall. Coal and gas ranges. 40-ft. parking. Colonial porches. Large closets. Spacious back yard. Cement floor. Howard brick front. Concrete woodshed.

Take East Capitol cars, get off Lincoln Park and Massachusetts ave., walk 1 1/2 squares to houses. All rent payers, come out and inspect these magnificent homes, whether you purchase or not.

Sample House, 242 16th St. S.E., Open and Lighted Daily Until 9 P.M.

SHAPIRO, Owner and Builder.

Phone Columbia 4912 for Auto Service.

In Buying a Home

One of the principal things to be observed is to secure the "RIGHT LOCATION"—and these "MODEL" Homes on Allison and 15th streets are in the very pick of Washington's most exclusive residence section—in a neighborhood where values are enhancing every day.

Every comfort, convenience and luxury of the home beautiful.

SIX ROOMS—EIGHT ROOMS AND A MAGNIFICENT CORNER RESIDENCE. PRICES RIGHT AND TERMS LIKE RENT.

How to Get There: Take 14th st. car to Allison and walk west to sample house.

SAMPLE HOUSE
1419 Allison Street
Open for Inspection Until 8 P.M.

Francis A. Blundon, Selling Agent
707 G Street N.W.

See Our New Homes

Now being finished at 18th and Irving st. n.w., commanding a most beautiful view of Rock Creek Park valley.

Corner, semi-detached and inside houses.

Wide, deep lots. Many unusual and distinctive features. Prices, \$7,500 and up.

Sample house open daily until 9 p.m.

Kennedy Bros., Inc.,
Owners and Builders
1334 H Street N.W.

SUCCESS COMES

More often from the choice of a business to which one is fitted than in an endeavor to adapt one's self to a business ill chosen. Read the Business Opportunities and Help Wanted columns on the classified pages of The Star for helpful suggestions.

SIXTY-YEAR-OLD HOUSE MADE INTO MODERN RESIDENCE.



Residence of J. E. Baines, near Riverdale, Md., built about frame of the old Browning homestead.

'BROKER' AND 'AGENT' ARE USED CARELESSLY

Realty Journal Points Out Difference in Meaning of Words.

The terms "agent" and "broker" are used interchangeably and oftentimes carelessly. In the minds of many people there appear to be no distinction between a real estate agent and a real estate broker. At first glance this proposition seems inconsequential, but, like some other things, you become more interested the more you delve into it, and when you lay it aside it has assumed greater importance and is open to still further study, says the National Real Estate Journal editorially. "Agent" is easily defined as one who acts for another—one who does the actual work of anything—as distinguished from the instigator or employer. Agency implies trust and confidential relationship, and herein lies the distinction between the words agent and broker.

Called Middle Man.

A "broker" is defined as "a middle man or agent who for a consideration or rate per cent on the value of the transaction negotiates for others the purchase or sale of property." The broker is different from the agent in this respect. A real estate agent is one who represents the interest of a principal, for which he is paid a commission for his services. His duties and responsibilities do not cease as long as relation exists. In the matter of a sale of real estate it is understood that he does not represent the buyer, but the seller, who pays him his commission. Therefore it is his duty as agent to disclose all circumstances that will tend toward better returns from a sale, and to endeavor to manage the details and negotiations that the highest price will be obtained for the owner, who oftentimes is ignorant of market conditions and his customary rights in the matter of a transfer of real estate.

General Use of Term.

The term broker is used more generally in business classification as applying to men dealing in bonds and stocks, men who place fire insurance with various insurance agencies (not being connected with any one particular office), men who handle various special lines of merchandise, men who handle foreign shipments coming and going through the customhouse, and so on. It seems entirely proper also to use it when referring to one who is engaged in buying and selling real estate and even to the handling of real estate mortgages, although real estate men whose specialty is negotiating loans do not usually term themselves loan brokers. Possibly they would object if confounded with men who buy and sell commercial paper and are known as note brokers.

Handles Isolated Transactions.

The broker's business is usually confined to a single isolated transaction, for which he is paid an agreed price to do a certain thing. His responsibility in guarding all the interests of his principal is not so great as that of the agent. For instance, take the case of an agent who has represented for many years the principal in the management of a business, piece of property. If that property is sold the responsibility of the agent, after informing his principal of all the points in the transaction which make for his advantage, extends to the smallest details and is in large degree a relationship of trust, whereas the relation of a broker to the principal in a like transaction does not extend so far, nor is the obligation to guard all of the principal's obligations so heavy. Of course, a broker may in some transactions act as an agent, but in some transactions as a broker, but he should be sure that he does not enter into business relations that assume an agency unless there are few men who hesitate.

Swimming Pools and Health.

From the Columbus Journal.
Dr. Clemensen of the Chicago school board is vigorously opposed to schoolhouse swimming pools, on the ground that they are insubstantial and far too costly. If swimming pools are to be provided they should be outdoors in the sunlight, where they are subject to its sterilizing effects. There is much of this schoolhouse paraphernalia added for vanity's sake, and merely to increase the structural cost. The contractors are remembered, but the taxpayers are forgotten, and when this is the case it may be pretty justly concluded that the education of the nation is hampered. In the early days of Greece, when learning and philosophy were great, the architecture was simple, Doric, strong; when that architecture changed into the more elaborate and luxurious Ionic and Corinthian down went learning, philosophy, Greece. Let us be simple, Doric, strong, which are the qualities of true character.

Essential Goodness.

From the Kansas City Times.
Such acts of heroism as those chronicled in the sinking of the Lusitania make man proud of the human race. In small things men may be petty and mean and selfish. But when the supreme sacrifice of life itself is required there are few men who hesitate. On such occasions it is fair to suppose that the real individual acts. The desirable qualities which he may have acquired, which he may have allowed to obscure the actual self, all fade out, and the essential human nature shines through—that human nature which has blindly urged mankind up from savagery to civilization. The readiness for self-sacrifice that appears in such crises is an earnest of that future progress which is only faintly discerned today.



How the original structure looked before the remodeling and renovating was begun.

REAL ESTATE INTERESTS DEFINED BY DEALER

Gotham Man Tells Who's Who Among Country's Property Owners.

"Owing to the activity of several real estate organizations considerable attention has been focussed on the so-called real estate interests," said a prominent New York realty dealer recently. "The development of numerous organizations has naturally resulted in attracting first-rate men to these associations, and they in turn have readily obtained an audience in the public press. A further result, however, has been a systematic effort on the part of certain public men and certain organizations to create the impression that there is a definite class of citizens which may be called 'real estate interests'."

"It may, therefore, be worth while to stop and investigate and try to answer the question, 'Who are the real estate interests?'"

Many Home Owners.

"The second largest owners of land are, without doubt, made up of home owners. The majority of these are laborers, mechanics, small salaried persons, many of whom have either built their homes with the assistance of building loan associations or have purchased them on the installment plan. In either case, they have invested their hard-earned savings in their little homes and are fighting hard to retain them."

"The third largest class of real estate owners, to my mind, is made up of small storekeepers and tradespeople, who have laid aside sufficient to purchase their places of business in the many cities, towns and villages throughout the country. These include merchants and mechanics, such as plumbers, contractors, builders, etc., and in some cases private bankers and professional men."

Holdings of Investors.

"Lastly we come to the holdings of investors who have purchased property merely to obtain a satisfactory return from the rentals thereof. It is quite natural that such buildings as the Singer building, the Woolworth building and the Metropolitan and Equitable life buildings should attract attention with their many towering pinnacles. Not only this, but they touch the imagination of the average citizen and lead him to forget the large holdings of farmers, laborers and storekeepers, and to think of the 'real estate interests' as plutocratic. Perhaps this attitude is emphasized owing to the fact that we have here in New York a few very large landed estates, with millions of dollars' worth of holdings. When we think of the real estate interests we are very apt to think of the Astors, Goetschs, Lorillards and the Enos. With all their tremendous holdings combined they own a very small fraction of the total holdings of the city, let alone the state."

The Psychology of Neatness.

From the Duluth Herald.
Did you ever notice the difference in the way you feel toward yourself when you are compelled to go round in a shabby suit and when you go abroad neatly clad from heels to head? Remember the time when you were pretty well down and out, and had to go around looking for a job in a suit of clothes that you wouldn't do your gardening in now? You were licked before you started. You anticipated as you entered the door the refusal that sent you, cowed, out of it again. There's a lot in that feeling. When Uncle George lent you the money for a new suit you braced up, tackled that job-hunting with a new courage, and quickly got on your feet again. Did you ever stop to think that your home surroundings work in much the same way? They do, whether you realize it or not. Here's where "Clean-up week" gets its relationship to the psychology of neatness. If your home is in repair and not in need of paint, if your home grounds are clean and well kept, if your lawn is green and slightly and your yard neat and orderly, then your home environment ministers to your self-respect and to your own judgment of your decent place in the community.

PLANNING TWO HOUSES.

J. M. Donn Designs Homes for W. L. Hillyer and G. Y. Worthington, Jr.

Plans for a brick residence containing thirteen rooms and four baths which is to be built in Chevy Chase, Md., for William L. Hillyer are being prepared by John M. Donn, architect. The house is to be of the two-story and attic type and is to measure 75 by 33 feet. The roof is to be of slate. It is estimated the house will cost about \$16,000.

Mr. Donn also is preparing plans for a house to be built on the south side of S street near 20th street northwest for George Y. Worthington, Jr. It is to be three stories in height, contain ten rooms and three baths and cost approximately \$10,000.

Good Advice for Anybody.

From Judge.
"Don't be a grape and hang with your own bunch."

You can't fence in all the joy in this world; an' ef you'll stop ter think of it dar's sometimes more joy on t'other side de fence.—Atlanta Constitution.

5 California Bungalows

Very classy designs and finish; strictly modern in every detail; high-class construction.

Open for inspection daily and Sunday.

Located Corner 5th and Butternut Streets

Takoma Park, D. C.

H. L. Thornton, Owner and Builder

Office, 301 Southern Bldg.
Phone M. 7403.

Residence, 500 Butternut Street,
Takoma Park, D. C.

23 Feet Wide 8-Room and Attic Homes Under Construction on Quebec Street Between Warder and Park Place N.W., Princeton Heights

23 feet wide, 36 feet deep; double rear porches 9x18 ft.; double front porches same size, built of concrete, brick and stone; oak floors, oak stairways, oak trim, quartered oak mantels, tapestry brick fireplaces, hot-water heat, electric light, beautifully equipped tile bath and laundry, cold storage rooms, high-grade refrigerator built in. Large rooms, beautiful fixtures and decorations; all new and desirable up-to-date features.

We do not know of any other homes like these within \$1,000 of the price.

\$5,650, Easy Terms

Sample House Open.

KENNEDY BROS., Inc.,

Owners and Builders,
1334 H St. N.W.

Public Lot Auction Michigan Avenue Addition

Michigan Avenue and 12th Street N.E.

Brookland, D. C. OPENING DAY TODAY

Property Open for Inspection All Day Sunday (Information Committee on Ground)

See This Excellent Opportunity for Either Investment or Home Sites

Sale to Be Conducted Each Day Next Week
and Lots Are Going Fast

Don't Forget the Free Presents
Concerts Each Day By Soldiers' Home Band
BROOKLAND CARS TO PROPERTY

Barden & Liem, Developers and Auctioneers
Room 610 McLachlen Building, Cor. 10th & G Sts. N.W.